



MAYUR UNIQUOTERS LTD



22nd ANNUAL REPORT
2014-15

Some Snapshots of Our's Manufacturing Facility



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MAYUR UNIQUOTERS LTD

Manufacturers of Artificial Leather/PVC Vinyl



BOARD OF DIRECTORS

Suresh Kumar Poddar (DIN : 00022395)
Chairman and Managing Director

Manav Poddar (DIN : 00022407)
Executive Director

Arun Kumar Bagaria (DIN : 00373862)
Executive Director

Rameshwar Pareek (DIN : 00014224)
Independent and Non Executive Director

Kanwarjit Singh (DIN : 01657213)
Independent and Non Executive Director

B.L. Bajaj (DIN : 00041909)
Independent and Non Executive Director

Dr. Tanuja Agarwal (DIN : 00269942) (w.e.f. 26th July, 2014)
Independent and Non Executive Director



SECRETARIAL AUDITOR

V.M. & Associates
Company Secretaries
403, Royal World
Sansar Chandra Road
Jaipur - 302 001



STATUTORY AUDITOR

Madhukar Garg & Company
Chartered Accountants
2A, Raj Apartment
Keshav Path, Ahinsa Circle
C-Scheme, Jaipur - 302 001



REGISTRAR & SHARE TRANSFER AGENT

M/s Beetal Financial and Computer Services (P) Limited
'Beetal House' 3rd Floor, 99, Madangir, Behind local Shopping Centre, Near Data Harsukhdas Mandir, New Delhi - 110 062 (India)
Phone No: 91-11-29961281, 29961282, Fax:-91-11-29961284, Email: investor@beetalfinancial.com
Website: www.beetalfinancial.com



PRINCIPAL BANKERS



Registered Office

Village: Jaitpura, Jaipur-Sikar Road, Tehsil: Chomu
Jaipur- 303 704 (Rajasthan), India
Phone No: 91-1423-224001, Fax: - 91-1423-224420
CIN - L18101RJ1992PLC006952

Correspondence Office

28, Fourth Floor, Lakshmi Complex, M.I. Road,
Jaipur - 302 001 (Rajasthan), India
Ph. : 91-141-2361132, Fax : 91-141-2365423
Website : www.mayuruniquoters.com



BOARD COMMITTEES

Audit Committee

Rameshwar Pareek (Chairman)
Kanwarjit Singh
B.L. Bajaj
Tanuja Agarwal (w.e.f. 26th July, 2014)
Suresh Kumar Poddar

Nomination and Remuneration Committee

Rameshwar Pareek (Chairman)
Kanwarjit Singh
B.L. Bajaj
Tanuja Agarwal (w.e.f. 26th July, 2014)
Manav Poddar

Stakeholders Relationship Committee

Rameshwar Pareek (Chairman)
Tanuja Agarwal (w.e.f. 26th July, 2014)
Suresh Kumar Poddar
Manav Poddar

CSR Committee

Tanuja Agarwal (w.e.f. 26th July, 2014) (Chairperson)
Rameshwar Pareek
Suresh Kumar Poddar
Kanwarjit Singh
B.L. Bajaj



SENIOR MANAGEMENT

Prahalad Sahay Jangid
Chief Financial Officer

CS Nikhil Saxena
Company Secretary and Compliance Officer

Works - Unit I

Four Coating Line situated at Village: Jaitpura,
Jaipur-Sikar Road, Tehsil: Chomu, Jaipur- 303 704
(Rajasthan), India

Works - Unit II

Textile Div., Fifth and Sixth Coating Line situated at
Village: Dhodsar, Khajiroli Link Road
Near Ratan Devi College, Jaipur-Sikar Highway
Tehsil: Chomu, Jaipur (Rajasthan), India



CORPORATE VISION



“

To Be A Preferred Supplier
To The Leading OEMs In The World

”



STEPS TOWARDS ATTAINMENT OF THE CORPORATE VISION



Designing our formulations to key customer and segment needs



Excellence in operations



Continuous upgradation of laboratories



Planned investments in R&D



Employee involvement through training programs for skill development





CHAIRMAN'S STATEMENT



Dear Shareholders,

In spite of low growth in domestic Auto Sector, your company's growth was 10-12%. There is huge scope in automobile sector as predicted by 2025, India will be manufacturing 8 million cars. The biggest change is so far is that very low quality of synthetic leather was used, now automobile companies has upgraded their products and now they are more focusing on premium product therefore average sales realization is increased significantly. Since your company is supplying premium product in USA to major customers like Ford, Chrysler etc therefore your company got dual advantage of volume growth as well better margin for order from GM India and Ford this will increase realization substantially.

We are in talk with Fiat India. Fiat India will start using the same premium quality product, since your company is in the premium product segment therefore it is two way benefit to the company in terms of volume growth as well as better margins.

Export to USA and OEM:

Management will be happy to inform that your company has been already awarded new vehicle program with annual turnover of Rs. 25 crore approximately and company will start the production for the same by October 2015, 3 more vehicles program are in process which will be probably awarded to your company which will add another Rs. 50 crores turnover per year in 2016 & 2017

General Supply:

Your company is extensively working in general export to USA, Europe, Mexico, South Africa, Middle East and Gulf countries. Your company has achieved a 30% growth over last year and we expect to achieve growth rate 40-50% in 2015-16

Auto Replacement:

This market is regained by increase demand and Your company is supplying to India's top 5 Seat manufacturer fulfilling 70%-80% of their requirement. This market is also expected to grow further by 20-30%

Footwear:

Although footwear demand is increasing but there is huge competition. Your Company's clients are branded footwear makers like Bata, Paragon, Relaxo, lancer etc which are looking for good quality and innovation. Although this year demand was subdued but now from March 2015 onward demand is picking up therefore, we expect a good growth in this segment also.

Economic Situation:

Fiscal Year 2015 was a year of hope and optimism. The outlook of Indian economy has turned distinctly positive. RBI has reduced the rates two times and Banks has started positive step toward reduction of interest rates which will definitely help the industry. However continuing inflationary pressures have been a constraint in reducing interest rates further. In the medium term, the economy stands to benefit by further government initiative like goods and services tax, land bill, tax reforms etc. and this would help greatly to boost investor confidence.

These developments on the domestic front have a positive effect on your Company's growth and end-results.

The global economic situation showed signs of strengthening, with US economy speeding up. India's economy is expected to grow by 7.8 per cent in 2015-16. This is lower than the official estimate of 8.1-8.5 per cent, but higher than China's estimated growth of 7.2 per cent in 2015

Creation of Wealth to Shareholder:

It was a good year for Mayur. We, at Mayur, aspire to be a company that performs with passion to delight customers and create value for all stakeholders. Delivering consistent return and ensuring wealth creation to shareholder is unwritten rule of Mayur.

Mayur's net worth during the financial year 2014-15 increased to Rs. 22,324 lacs. Book value per share value has increased to Rs. 51.55 Market capitalization stand as on 31st March 2015 is Rs. 1,96,586 lacs Which is 276% increase from last year.

Research and Development:

We are continuously upgrading our R&D center by investing huge amount which is showing the result. Since your company is financing 10-15% of profit to R&D activity to maintain its product innovation and customer requirement.

We apply our breadth of expertise and experience to unveil industry-leading initiatives and innovations. We believe innovation is about applying technology to solve real-life problems. Our products are sensitive to customer aspirations, geared to address their changing requirement, at a price more attractive than ever before. To support high growth phase, we have developed an integrated business model spanning the entire value chain from fabric development to manufacture of the synthetic leather. The backward integration is driving cost reduction and improved quality

On Financial Front:

Your Company in the Fiscal year 2015 has shown the good performance with the total revenue of Rs. 51225.78 lacs and Profit after Tax (PAT) of Rs. 6590.10 lacs reflecting the growth of 8.68% on year to year basis. Export turnover has decent growth @ 18.56% as compared to last year. Company has so far declared Interim dividend @ Rs. 2.25 per share

Capacity Expansion:

Company's expansion plans are on track and your company has increased the production capacity to 3.05 million linear meters per month.

During the current fiscal year, Company has issued 14,86,000 Compulsory Convertible participating preference shares {CCPPS} and the same has been converted into 29,72,000 equity share of Rs. 5/- face value each. The object of the above issue was to augment the resources of the company for general corporate and capital expansion including setting up of PU Plant or such other purposes permitted by law and approved by the board of directors of the company

Customer Demand and Business in New Geography:

Customer demand is increasing continues and having a preferred supplier status from large customer like Bata, Mahindra & Mahindra, Maruti, Ford etc. company will able to utilize expended capacity.

The company is making the strong move to enter into the unexplored markets as well as entering into the new segments to fill the expanded capacity. During the year. We have added 6 new geography and 12 new Customers in our business.

Future Growth:

The year ahead, I believe, we will be able to achieve the growth rate what we have achieved in recent years. We have plan to increase capacity by 6 lacs lm per month by the end of 2016. The business environment will always remain challenging and your company is adapting to the changing environment to maintaining its competitive edge with the best quality product, the best of talent pool available, the eye on the new customer's and geography, we are confident of the future.

Corporate Social Responsibility:

At Mayur we define **Corporate Social Responsibility** as the way a company balances it's economic, social and environmental objectives while addressing stakeholder expectations and enhancing shareholder value. Mayur's commitment to its corporate social responsibility and sustainable development issues making these an essential part of the business goals for the company. Our approach to sustainable development is proactive and to create value for all stakeholders. Our emphasis is to preserve our environment and natural resources, conversation of energy, water stewardship and awareness about the health and safety among the society.

Rewards and recognitions:

I am pleased to share you that we received some recognition during the year which are the souvenir for our hard work and efforts that we have made.

1. Incorporation India Innovative100 Award
2. Best Employer – "Certificate of Excellence 2013" from employer association of Rajasthan
3. Business Leadership Award
4. CII 5S excellence award
5. Productivity Excellence Award 2011-12
6. Udyog Ratna Award to Shri Suresh Kumar Poddar and Excellence Award to the company from Institute of Economic Studies (IES)

Acknowledgment:

You, as our shareholders have always supported us, and I am sure that we will continue to win your trust in the future.

On behalf of the company, I take this opportunity to convey our sincere thanks to our shareholder, customer, employees, bankers, suppliers and to the government.

I look forward to your continued optimism.

Thank you and Jai Hind

Best Regards

Sd/-

Suresh Kumar Poddar

Chairman and Managing Director

DIN: 00022395

Jaitpura, Jaipur 12th June, 2015





BOARD OF DIRECTORS



Mr. Suresh Kumar Poddar (68 years) B.Sc. (Science Graduate) Chairman and Managing Director is widely recognised for his path breaking and visionary contributions made to the Indian synthetic leather industry. His excellent entrepreneurial skills has made Mayur Uniquoters Limited, to be the largest manufacturer of synthetic leather and the only producer from India supplying to North American Automotive majors.

Mr. Poddar has invested time and money in people, technology and processes to create an efficient and progressive organization with a total production capacity of over 3.05 million linear meters per month making Mayur one of the largest manufacturers of Artificial Leather/PVC Vinyl in India. Mr. Suresh Kumar Poddar holds 1,61,14,312 (37.21% of total shares) Equity shares in the Company as on March 31, 2015.

Manav Poddar, (40 years), a Commerce Graduate, joined the company as an Executive Director on 01st November, 2002. He brings many different meanings to the word success, and is ionized in the organization. He has taken Mayur Uniquoters Ltd. from being a promising player in the artificial leather industry to an international corporate organization to reckon with. His focus after that initial period shifted strongly towards Quality Management and Human Capital Development. He is a Key Management Personnel and a Key Member of the Board and holds 72,65,912 shares (16.78% of total shares) in the Company as on March 31, 2015



Mr. Arun Kumar Bagaria (42 years) is a commerce graduate and is MBA from University of Strathclyde Graduate Business School, UK. He had joined the board of Mayur in June, 2007 and was appointed as Executive Director in August, 2007 and since then he continues to be on the board of Company. His rich experience and contribution has enabled Mayur Uniquoters Limited to scale to new heights year after year. He is the Key Management personnel and a key member of the board. Mr. Bagaria holds 6,00,000 Equity Shares (1.39% of total shares) in the Company as on March 31, 2015.



INDEPENDENT DIRECTORS



Mr. Kanwarjit Singh (74), is M.Sc. in Mathematics (Delhi) and in Fiscal studies (Bath University, UK). He is 1965 batch of IRS. His last posting was as CCIT, Rajasthan. Mr. Singh worked in a PSB for three years, as General Manager and in a PSU as Ex-Director for five years.

He has conducted a number of studies with faculty members of NIPFP. He was also the Convener of the High Powered Committee set up by the CBDT to examine direct tax issues of e-commerce.

Mr. Singh worked as a tax advisor to Punjab National Bank and Central Bank of India and as a lead consultants for a baseline survey on corruption in Zimbabwe & also as the project Director with NIIT at various times.

Mr. Singh has also served as an Independent External Monitor in BHEL and as a consultant, under an ADB project on State Financial reforms.

Mr. B.L. Bajaj (49), Co-founder and Managing Director of Dynamic Orbits (DO), is a Fellow Chartered Accountant, Fellow Company Secretary and Fellow Member of Indian Management Association. With his rich experience in corporate finance, cross border business development, M&A & general management, he offers advisory services to Indian as well as global corporate looking for mergers/acquisitions/JVs and cross border business development.

Mr. B.L. Bajaj has around 22 years of experience in various industries including automobiles, chemicals, power, textile, IT services, international business and investment banking. He has been the director of business development with Swiss MNC, Ciba Specialty Chemicals. He is active in several industry associations and a regular speaker at leading global and Indian events, widely covered by Indian media for his professional achievements. Mr. B.L. Bajaj does not hold any shares of the company.



Mr. Rameshwar Pareek (70) is MA in Economics and former senior executive of Rajasthan Financial Corporation. He has over 37 years of experience in implementation of Government policies and their governance. He has vast industrial exposure and in-depth knowledge in varied fields like finance, accounting, auditing, corporate affairs and allied legal and taxation matters, having worked at various senior level positions in Government Departments.

He is on the board of various companies including Genus Power Infrastructures Limited, Genus Electrotech Limited, Kailash Vidyut & Ispat Limited, Genus Prime Infra Limited, Genus Paper Products Limited, Genus Paper & Boards Limited, Virtuous Infra Limited, Virtuous Urja Limited, KG Petrochem Limited, Star Vanija Private Limited.

He is also serving as chairman and member of various committees of the board in these companies. Mr. Rameshwar Pareek does not hold any shares of the company.

Mrs. Tanuja Agarwal (56) is B.A. Hons., (Psychology), from St. Xavier's College, Mumbai. Partner in Ratan Das Gupta & Co. and devoted to social work. Past President of Inner Wheel Club, Jaipur Main and Janhit Sansthan. Associated with Concerned Citizen, an NGO associated with WHO for spreading AIDS awareness through lectures among school teenagers. Member of S M S Medical College, Jaipur Anti-Ragging Committee and Animal Rights Commission.

Mrs. Tanuja Agarwal does not hold any shares of the company.





OUR's MANAGEMENT TEAM



Seating Line (L to R) : Mr. Manav Poddar (ED), Mr. Suresh Kumar Poddar (CMD & CEO),
Mr. Arun Kumar Bagaria (ED), Mr. Ram Das U. Acharya (Sr.VP)

Middle Row (L to R) : Mr. Kuldeep Chaturvedi (GM-HR), Mr. Omkar Tiwari (GM-Knitting),
Mr. Srinivasan Nagraj (GM-Operations, Dhodsar), Mr. P.S. Jangid (CFO), Mr. Satish Uniyal (GM-Textile Div.)

Top Row (L to R) : Mr. Mahesh Malviya (DGM-IT), Mr. Nikhil Saxena (CS), Mr. Ashok Dhull (DGM-Purchase),
Mr. Guman Mal Jain (GM-Accounts & Fin.), Mr. Sanjay Rose (AGM-Business Excellence), Mr. Swapnil Vyas (GM-Operations, Jaitpura)



GLOBAL FOOTPRINT: CUSTOMER BASE

